

Message Text

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ORIGIN NEA-10

INFO OCT-01 ISO-00 COME-00 PM-03 EB-07 ST-01 OPR-02 IGA-01

A-01 /026 R

DRAFTED BY NEA/PAB:RAPECK/MW
APPROVED BY NEA/PAB:PDCONSTABLE
NEA/RA:RHOBBS (DRAFT)
COMMERCE/BIC/OED/OBOD:SLEON(PHONE)
PM/SAS:DNIEMI (DRAFT)
DOD/OSD/DSAA:TTYLER (DRAFT)

----- 076733

R 042306Z AUG 75
FM SECSTATE WASHDC
TO AMEMBASSY ISLAMABAD
INFO AMEMBASSY NEW DELHI
SECDEF
CINCPAC HONOLULU HI
DEPT OF COMMERCE

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E.O. 11652: N/A
TAGS: MASS, PK
SUBJECT: PAKISTANI REQUEST FOR P AND A DATA ON VEHICLES

REF: (A) ODRP 150321Z MAY 75; (B) STATE 125862; (C) ODRP
201140Z JUN75

1. WE ARE PREPARED TO ACCOMMODATE PREFERENCE OF GOP FOR
PURCHASE OF VEHICLES THROUGH FMS SYSTEM, BUT FIRST ASK
THAT MISSION AND GOP CLOSELY CONSIDER WHAT WE THINK ARE
COMPELLING REASONS FOR CHOOSING COMMERCIAL PURCHASE IN THIS
SPECIFIC CASE.

2. IN RECENT EXPERIENCE OF OTHER NEA COUNTRIES, COMMERCIAL
PURCHASE OF SIMILAR VEHICLES PROVED SIMPLER AND FASTER
THAN FMS ROUTE. A COUNTRY IN THE REGION RECENTLY ACCEPTED
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DELIVERY ON A LARGE ORDER OF VEHICLES IN JUST UNDER A YEAR

FROM THE TIME AN ORDER PLACED.

3. COMMERCIAL PURCHASE COULD ALSO BE LESS COSTLY THAN FMS. MANY U.S. ARMY SPECIFICATIONS (MILSPECS) FOR VEHICLES MAY BE UNNECESSARY FOR PAKISTANI CONDITIONS AND OPERATIONS. COMMERCIAL PURCHASE GIVES GOP THE OPTION OF TAILORING SPECIFICATIONS TO THEIR OWN NEEDS AND BUDGET, WHILE FMS PURCHASE WOULD BE TO ARMY SPECIFICATIONS. AT SAME TIME, GOP CAN ELECT TO OBTAIN SAME QUALITY ASSURANCE AND INSPECTION AVAILABLE THROUGH FMS BY CONTRACTING DIRECTLY FOR THE

SERVICES OF THE DEFENSE CONTRACT AUDIT SERVICE REGION (DCASR) NEW YORK. AVAILABILITY OF LOGISTICS SUPPORT CAN ALSO BE ARRANGED CONTRACTUALLY ON A COMMERCIAL BASIS.

4. DEPARTMENT OF COMMERCE, OFFICE OF EXPORT DEVELOPMENT, HAS INFORMALLY INVESTIGATED CAPABILITY OF U.S. FIRMS TO MEET GOP REQUIREMENTS THROUGH COMMERCIAL CHANNELS. SOME VEHICLES LISTED REFTEL A ARE NO LONGER IN PRODUCTION COMMERCIALLY OR FOR ARMY. PRODUCTION LINES COULD BE RE-ACTIVATED AT GOP EXPENSE, BUT MORE ATTRACTIVE ALTERNATIVE IS PROBABLY SUBSTITUTION OF CURRENT PRODUCTION MODELS.

5. AMBASSADOR BYROADE HAS LOOKED INTO THE PROS AND CONS OF THIS QUESTION WITH US AND JOINS IN OUR STRONG RECOMMENDATION THAT GOP ELECT TO PROCEED IN THEIR INTENDED PROCUREMENT THROUGH COMMERCIAL CHANNELS. COMMERCE PREPARED TO PROVIDE FULL FACILITATIVE SERVICES AND TO PLACE U.S. FIRM OR FIRMS IN DIRECT CONTACT WITH GOP. REQUEST MISSION REVIEW MATTER WITH APPROPRIATE GOP OFFICIALS AND ADVISE. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY ASSISTANCE, GOVERNMENT PROCUREMENT, MILITARY VEHICLES
Control Number: n/a
Copy: SINGLE
Draft Date: 04 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ellisoob
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE184087
Document Source: CORE
Document Unique ID: 00
Drafter: RAPECK/MW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750269-0612
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750883/aaaacvwh.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 125862
Review Action: RELEASED, APPROVED
Review Authority: ellisoob
Review Comment: n/a
Review Content Flags:
Review Date: 06 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 AUG 2003 by ElyME>; APPROVED <26 NOV 2003 by ellisoob>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PAKISTANI REQUEST FOR P AND A DATA ON VEHICLES
TAGS: MASS, PK
To: ISLAMABAD
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006